Exhibit 17

Deposition of Thomas J. Atencio (February 9, 2017) (excerpted)

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1
                UNITED STATES DISTRICT COURT
                     DISTRICT OF NEVADA
Cung Le, Nathan Quarry, Jon )
Fitch, on behalf of
themselves and all others
similarly situated,
                  Plaintiffs,)
      v.
                             ) Lead Case No.
                             ) 2:15-cv-01045-RFB-(PAL)
Zuffa, LLC, d/b/a Ultimate
Fighting Championship and
UFC,
                  Defendant. )
         VIDEOTAPED DEPOSITION OF THOMAS J. ATENCIO
                   COSTA MESA, CALIFORNIA
                      FEBRUARY 9, 2017
                         8:40 A.M.
 Reported by:
 Cheryl M. Haab, CSR No. 13600, RPR, CLR
 Job No. 48607
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	50			52
1	Randy Couture. I had one time we had Rampage		1	Strikeforce?
2	Jackson.		2	A Yes. Yeah.
3	Q Did you have Din Thomas?		3	Q Okay. Well, did they sponsor fighters in
4	A I I don't know if we ever had Din Thomas.		4	Strikeforce in 2009?
5	I know Din. I've met him quite a few times. I		5	A I don't recall. I don't. I don't know. I
6	don't remember if I ever had him on this on		6	would assume we did, but I don't recall. I don't
7	contract.		7	remember.
8	Q Did you have Nate Marquardt?		8	Q Do you remember if your agreements did
9	A I did have Nate. I had Nate Quarry as well.		9	Affliction sign agreements with Zuffa?
10	I had but even those guys were very short term,	1	0	A Actually, you know what? Sorry. Yes, I
11	very short period.	1	1	did I did. I don't know what the year was, but I
12	Q Who was responsible for making those payments	1	2	did have fighters, because I remember at the time
13	from Affliction?	1	3	Roy Nelson was fighting for and it was a
14	A I don't know. I don't. I was doing my job.	1.	4	nightmare. So that's the only reason why I remember
15	I was assuming they were paying.	1	5	him at the time.
16	Q So you you don't know who wrote the	1	6	Your your second question was? I'm sorry.
17	checks, sent them out?	1	7	Q Yeah. Did did Affliction sign any
18	A No, I don't.	1	8	agreement with Zuffa in order to be allowed to
19	Q How many employees did Affliction have?	1	9	sponsor fighters?
20	A At our peak, I believe it was 30	2	0	A It's my understanding that after we
21	30-something. It wasn't huge, but it ran.	2	1	dissolved or the problem with the problem
22	Q How did Affliction decide which fighters to	2	2	the problem that came from I can't think of his
23	sponsor?	2	3	name now testing positive for
24	A Me.	2		MR. SKAGGS: Josh Barnett?
25	Q How did you decide?	2	5	THE WITNESS: Thank you.
	51			53
1	A Looking at top guys. Sometimes it was based		1	MR. MAYSEY: Josh Barnett.
2	on wins; sometimes it was based on if I liked them.		2	THE WITNESS: So it was my understanding from
3	Sometimes it was based on you know, I mean,		3	what I was told, after Josh Barnett tested positive
4	popularity.		4	and we couldn't get a fighter to fight for the last
5	Q As as fighters win, do they gain		5	event, it's my understanding that they went into
6	popularity, typically?		6	negotiations, and they signed documents with Zuffa
7	A Not necessarily, no.		7	in order to start sponsoring fighters again.
8	Q Typically, do they?		8	BY MR. MAYSEY:
9	A I would say typically, yeah.		9	Q Were you party to those negotiations?
10	Q And who how would how do you know who's	1	0	A No.
11	a top guy?	1	1	Q Did you ever see the signed agreements?
12	A In the MMA industry back then, I would have	1		A No.
13	said by wins. Now, it's totally different. It's	1	3	Q Do you know if, after that deal was reached
14	MMA; you never know. A guy can be on top and he can	1		with Zuffa, any fighters in Strikeforce were
15	lose.	1		sponsored?
16	Now, from a business standpoint, now that I'm	1	6	A I don't I don't. I don't know. I don't
17	older, I would say it based on social media, how	1		think so, but I don't know. I can't say for
18	outspoken he is. It really comes down to marketing	1		certain.
19	and how part of the biggest problem is lot of	1		Q Did Affliction ever pay bonuses for wins in
20	these fighters don't understand that they're their	2		their sponsorship deals?
21	own businesses. They're their own entities.	2		A Yes. That's how I structured it. For
22	They're they if they're not marketing machines	2		most for a lot of them.
23	and they don't know how to market themselves,	2		Q And what what was the reason for that?
24	they're never going to be popular.	2		A Incentive to possibly fight harder. It's set
25	Q Did Affliction sponsor any fighters in	2	5	up, just like anything else, to win.

14 (Pages 50 to 53)

	54		56
1	Q And if they win, is was it your belief	1	recognize the letters, just M-A-V, big, but other
2	that the deal for Affliction would be more valuable?	2	than that, I don't know anything about it.
3	A Well, yeah. I mean, you want you want	3	Q I think you testified that winning is
4	somebody winning on the podium, you know, at the end	4	important in terms of future sponsorship dollars; is
5	of the whatever-it-is event, than some poor guy that	5	that true?
6	lost.	6	A You're dealing with fighters. Of course,
7	Q And did you also have deals where the payment	7	winning is I mean, you're you're dealing with
8	structure would be based upon where the fighter	8	athletes you know, the most competitive people
9	fought on the card, whether they're the first bout,	9	you'll ever meet. Once again, which comes back to
10	fourth bout, seventh bout, title bout?	10	the why are they whining. You know. If it was
11	A Absolutely.	11	business, they would be doing whatever they would do
12	Q And what was the rationale for that?	12	to win too. Josh Barnett is a perfect example, you
13	A Well, it normally TV exposure. Normally,	13	know. I mean, the guy how many times has he
14	audience exposure. I mean, there's variables. If	14	tested positive, you know, for for banned
15	there's if you go there if you know anything	15	substances. Again, he
16	about live events, most people don't show up until	16	Q He would have been perfect for card one.
17	the last, you know, four four cards. So you're	17	A But but my point being is, you know, look,
18	going to get guys that walk out in an undercard, and	18	I get it. But I'm not going after who I consider
19	you're going to have a quarter or an eighth of what	19	scumbags because I made a bad deal. I have nobody
20	you would live, and not to mention, you're also	20	but myself to blame.
21	going to get about the same on TV. It's exposure.	21	Q Where where else do fighters have the
22	Q So are fighters I'm going to call it the	22	opportunity to fight on Pay-Per-View?
23	"top of the card," meaning the end of the night.	23	A You know, they might not. They
24	A Correct.	24	Q Are Pay-Per-Views lucrative?
25	Q Are those fighters more valuable than	25	A Well, for the guys who are smart enough that
	55		57
1	undercard fighters, in terms of your sponsorship	1	get a piece of Pay-Per-View, yes.
2	dollars?	2	Q Is Strikeforce offer offering Pay-Per-View
3	A From a marketing side, absolutely.	3	bonuses?
4	Q How important is TV distribution from a	4	A I don't know. I don't know what like, I
5	sponsor standpoint?	5	don't know what Scott Coker gives them or Bjorn
6	A It's very important. It's exposure.	6	Rebney gave them. I don't I I've never been
7	Q And is all TV the same?	7	privy to any contracts on any of the organizations;
8	A No. Absolutely not.	8	so I don't know.
u	Q Have you ever heard of MAVTV?	9	() To your knowledge has Striketorce or
9	A 37		Q To your knowledge, has Strikeforce or
10	A Yes.	10	Bellator been on Pay-Per-View in the past eight
10 11	Q Is that comparable to Spike or Fox?	11	Bellator been on Pay-Per-View in the past eight years?
10 11 12	Q Is that comparable to Spike or Fox?A Sorry. I'm laughing because I I haven't	11 12	Bellator been on Pay-Per-View in the past eight years? MR. SKAGGS: Form. Foundation.
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15 (Pages 54 to 57)

			60
	the main event, or the co-main event? Yes.	1	I've never seen this document before until now, just
	Absolutely.	2	because I I never recognized that. So this had
3	Q And does a champion achieve or obtain more	3	nothing to do with me.
	exposure because of how they won a championship?	4	But to answer your question, yeah. In the
5	MR. SKAGGS: Form. Foundation.	5	beginning, no. But yeah. I mean, as as it
6	THE WITNESS: I I think there's an	6	started going, yeah, I understand that's how this
-	argument to both sides on that. Because you have	7	thing would work.
	somebody like Mighty Mouse, who's the No. 1	8	Q Do you know if you're a party to an agreement
	pound-for-pound fighter, and it's almost like people	9	that was entered into with Zuffa lifting the ban on
	don't care about him. So is that because he's not a	10	Affliction?
	dynamic personality, or is that because he's a	11	MR. SKAGGS: Foundation.
	lightweight fighter? So	12	THE WITNESS: Not not that I recall. Not
	BY MR. MAYSEY:	13	that I remember. I don't remember anything.
14		14	BY MR. MAYSEY:
	Q Would would Mighty Mouse be making the same amount if he did not hold a title?	15	
	MR. SKAGGS: Calls for speculation.	16	Q What happened to the video rights for the
16	•		Affliction ban Affliction Day of Reckoning shows?
	BY MR. MAYSEY:	17	A From what I was told, it it went over to
18	Q In your opinion.	18	Affliction as part of the agreement.
19	A In my opinion well, I mean, obviously not.	19	I'm sorry. To the UFC as part of the
	But in my opinion, I mean you know, I don't know.	20	agreement.
	I mean, I don't know. I can't say.	21	Q And would that include the photographs as
22	(Discussion off the record.)	22	well?
	BY MR. MAYSEY:	23	A I don't know.
24	Q And I show you the I it's for the	24	Q You weren't involved in those negotiations?
25	purposes of reviewing that chart on page 1 that	25	A No.
	59		61
1	shows the various payment tiers.	1	Q Were clips important to you in marketing your
2	A Uh-huh.	2	Pay-Per-View events?
3	Q Does that show a differentiation for main	3	MR. SKAGGS: Foundation.
4	event or title fight in terms of sponsorship pay?	4	BY MR. MAYSEY:
5	MR. SKAGGS: Can I just say on the record,	5	Q Or event, sorry.
6	the origin of the exhibit which the witness has, has	6	A You mean fight clips? Yeah. I mean, if
7	some highlighting, which I assume is not original to	7	if you're going for the fight market. If you're
8	the document.	8	if you're going for at the time, if you're going
9	MR. MAYSEY: That that would be accurate.	9	for more general exposure, if you're going for
10	Oh, I apologize. The highlighting is is	10	the the populous, no. I mean, back then, and I'd
11	my notation for you to look at.	11	say even now, there's still there's people that
12	THE WITNESS: Okay.	12	think it's just violence. It's barbaric. So just
13	Can you ask the question again? I'm sorry.	13	depends on what you're marketing to.
14	BY MR. MAYSEY:	14	BY MR. MAYSEY:
15	Q Yes. What does that box indicate to you?	15	Q So if you had clips of a star fighter and
16	That chart?	16	you're marketing your Pay-Per-View, would you use
17	A Compensation reading. It indicates that, as	17	the clips, or would you leave them on the reel?
18	we spoke about, that if they're higher on the card,	18	MR. SKAGGS: Foundation. Form.
19	then they get more money.	19	THE WITNESS: For a fighter, yes.
20	Q But why do they get more money?	20	BY MR. MAYSEY:
21	A Because it's more exposure.	21	Q Did you have footage of Fedor to market that
$\angle \bot$		22	event?
22	Q was that typical, in your more experienced		
	Q Was that typical, in your more experienced fighters, to have a tiered payment structure like	23	A I believe we did, but I I don't remember.
22	fighters, to have a tiered payment structure like that?		

16 (Pages 58 to 61)

	70		72
1	it Affliction hasn't produced it and it is marked	1	A Yes.
2	as confi it is marked as confidential	2	
3	MR. MAYSEY: We're going to object to that.	3	
4	Put that on the record.	4	_
5	MR. SKAGGS: It's also not his document.	5	Q And after the fact after that agreement is
6	MR. MAYSEY: No, no. It's not his document.	1 6	_
7	It's his comp it's about his company.	7	
8	MR. SKAGGS: Doesn't mean it's not	8	-
9	confidential information.	9	
10	MR. MAYSEY: Okay.	10	THE WITNESS: Yes.
11	BY MR. MAYSEY:	11	BY MR. MAYSEY:
12	Q Do you know who Cain Velasquez is?	12	Q Could you obtain the value that you
13	A Yes, I do.	13	
14	Q Who's that?	14	-
15	A He's a fighter for the UFC.	15	Q In 2007/8, in that time frame, other than the
16	Q And did Affliction sponsor Cain Velasquez?	16	
17	A After I left, yes.	17	
18	Q Do you know for approximately how much that	18	MR. SKAGGS: Foundation.
19	sponsorship deal is worth?	19	THE WITNESS: Well, I don't know if they were
20	A No clue.	20	still around. But the Japanese organizations did.
21	Q When Affliction MMA formed and I believe	21	BY MR. MAYSEY:
22	that was 2008; is that correct?	22	Q You're referring to Pride?
23	A Yes.	23	A Well, either Pride or K-1 or what were the
24	MR. SKAGGS: Misstates the testimony.	24	t other ones?
25	///	25	MR. VALETTA: M-1.
	71		73
1	BY MR. MAYSEY:	1	THE WITNESS: M well, yeah, M-1,
2	Q Do you agree?	2	Pancrase I mean, all the Japanese. The only
3	A I believe so.	3	reason why I know is because Josh Barnett took me to
4	Q What was Affliction's first show?	4	one.
5	A I don't know. Look. The truth of the matter	5	BY MR. MAYSEY:
6	is God. How do I say this? Todd Beard, who	1	Q Any promotions in North America, to your
7	was you'll understand why I'm telling you this.	7	knowledge?
8	Todd Beard was a full-fledged, functioning	8	A At the time was it Strikeforce? But
9	alcoholic. So with Todd, I was always with him; I	9	not not as big.
10	was his right-hand man. I drank a lot. I don't	10	Q Same time period. Do you know how many
11	remember a lot of stuff that happened. It's just	11	national television stations broadcasted MMA?
12	honestly, it's a blur, because it was just one night	12	2 MR. SKAGGS: Foundation.
13	after the next, after the next, and just six years	13	THE WITNESS: My only if I recall
14	of just partying hard. So a lot of stuff. I I	14	3 1
15	honestly don't remember.	15	
16	So when I tell you that, I should that's	16	
17	why I'm saying that. I don't I don't remember	17	ı .
18	the years. I can say, yeah, if I look back and	18	
19	research, I'll remember it's 2007. But as of right	19	
20	now, I believe so.	20	
21	Q So hypothetically, if if you were	21	
22	sponsoring a fighter through Affliction for \$200,000	22	3 1 73
23	a year	23	1 0 0
24	A Uh-huh.	24	, ,
25	Q and that included payments for bouts	25	the largest promoter in terms of number of events?

19 (Pages 70 to 73)

	74		76
1	MR. SKAGGS: Foundation. Leading.	1	THE WITNESS: I don't know if they're viewed
2	THE WITNESS: Yes.	2	by as minor leagues. I I don't know.
3	BY MR. MAYSEY:	3	BY MR. MAYSEY:
4	Q In your opinion, were did they generate	4	Q In your opinion, are they minor leagues?
5	the most revenue?	5	A Yeah. In my opinion.
6	MR. SKAGGS: Foundation. Calls for	6	Q And what does "minor league" mean to you?
7	speculation.	7	A It means a steppingstone for athletes.
8	THE WITNESS: Yeah. In my opinion.	8	Q To where?
9	BY MR. MAYSEY:	9	A To the top.
10	Q Is your opinion educated?	10	Q Which is?
11	THE REPORTER: "Is your opinion" oh. "Is	11	A The UFC.
12	your opinion educated?"	12	Q Did you ever hear Dana White refer to other
13	THE WITNESS: In the fight industry.	13	promotions as "minor leagues" or "rinky-dink"?
14	BY MR. MAYSEY:	14	MR. SKAGGS: Objection. Calls for hearsay.
15	Q Did they also pay fighters the most?	15	THE WITNESS: I I don't know. I I
16	A I don't know.	16	don't remember. I know what he referred to me as.
17	MR. SKAGGS: Foundation.	17	BY MR. MAYSEY:
18	BY MR. MAYSEY:	18	Q Which was?
19	Q Same time period, 2007, 2008, 2009: How did	19	A The T-shirt guy.
20	the public view the UFC?	20	Q That stings.
21	MR. SKAGGS: Calls for speculation.	21	MR. VALETTA: That one stuck.
22	THE WITNESS: It's my understanding that they	22	THE WITNESS: Yeah. But the funny thing is,
23	were still they were still viewed as barbaric,	23	is it wasn't even me he was referring to. He was
24	you know, even even below boxing. But that's	24	referring to Todd. Most people don't know that.
25	just my opinion.	25	///
as a second	75		77
1	BY MR. MAYSEY:	1	BY MR. MAYSEY:
2	Q And for the actual fans of MMA, did have	2	Q Did Affliction co-promote?
3	you ever heard that UFC and MMA are synonymous?	3	A Yes.
4	MR. SKAGGS: Foundation.	4	MR. SKAGGS: Foundation.
5	THE WITNESS: Yes.	5	BY MR. MAYSEY:
6	BY MR. MAYSEY:	6	Q With who?
7	Q Where did you hear that?	7	A M-1 Global and Golden Boy Promotions and
8	A Actually, I used to say it.	8	ultimately, Donald Trump.
9	Q Why did you say it?	9	Q And was Affliction open to co-promoting?
10	A Because as far as they were the first	10	A As far as I understand at the time, yes.
11	organization. I used to call them "the Q-tip of the	11	Q What was Donald Trump's involvement in
12	industry." You know, when you people don't say	12	Affliction MMA?
13	"cotton swab." They say "Q-tip." Same thing with	13	A Nothing. Truthfully? Nothing. He was just
14	Kleenex. People don't say "tissue"; they say	14	like me. He was nothing but a puppet.
15	"Kleenex."	15	Q Did he write checks?
16	Q So in your opinion, did the general public	16	A Absolutely not. I know that for a fact.
17	view MMA as the UFC?	17	Q Why did you use his name with the brand?
18	A A hundred percent.	18	A Because it gave it gave us more exposure.
19	Q Has that changed?	19	It gave us mainstream exposure that nobody else
20	A No. I don't think it's changed, just like	20	could, except for Golden Boy, and Golden Boy was in
21	cotton swabs hasn't changed.	21	the boxing industry.
22	Q Were other promotions that have entered the	22	Q So, to your knowledge, Donald Trump's
23	Q Were other promotions that have entered the market, are they viewed as minor leagues by the	23	affil actual relationship with Affliction MMA
	Q Were other promotions that have entered the		

20 (Pages 74 to 77)

	78		80
1	But I didn't I don't know any of the inner	1	another something that we changed in the industry,
2	workings. To my knowledge, that's all it was.	2	as we we stacked the card from if I understand
3	Q You never saw profit and loss statements at	3	your question, we stacked the card from bottom to
4	the mid end of the year?	4	top. Again, I think that in my opinion, changed
5	A No.	5	the the industry.
6	Q Do you think the UFC's refusal to co-promote	6	Q Was Fedor Emelianenko on that card?
7	with other promotions hurts competition?	7	A Yes.
8	MR. SKAGGS: Form. Foundation. Calls for a	8	Q Were there other consensus, top-rated
9	legal conclusion.	9	heavyweights on that card?
10	THE WITNESS: You're probably going to	10	A Heavyweights? I don't well God, I
11	dislike me for this, but does the NFL co-promote?	11	don't remember the card. I believe there was. But
12	BY MR. MAYSEY:	12	I can't I don't remember exactly.
13	Q Is the UFC a league?	13	Q Do you recall reports stating that five of
14	A It seems like it to me.	14	the top ten ranked heavyweights are on that card, in
15	Q Are there 30 separate owners competing?	15	addition to the No. 1-ranked heavyweight in Fedor?
16	MR. SKAGGS: Foundation.	16	A I I think so. But I I again, it's
17	THE WITNESS: No.	17	kind of a blur.
18	BY MR. MAYSEY:	18	Q Three former champions?
19	Q What was WAMMA?	19	A Yes. For sure.
20	A I'm sorry. WAMMA WAMMA was what was	20	Q And the current champion in Fedor?
21	it? I don't even know. It was it was a guy	21	A Yes.
22	named Michael and somebody else that, at the time,	22	Q Do you believe independent rankings would
23	it seemed like a good idea to use them. But in	23	increase competition in the market?
24	reality, it it really wasn't.	24	MR. SKAGGS: Foundation. Calls for a legal
25	Q What was WAMMA's objective? Do you know?	25	conclusion.
	79		81
1	A To organize and have one I might be saying	1	THE WITNESS: I don't I don't know,
2	this wrong, but it's it was one sanctioning body	2	honestly.
3	to hold a title, unlike boxing, where there was	3	BY MR. MAYSEY:
4	multiple belts, multiple titles.	4	Q Who determines who fights who at Affliction
5	Q Did did WAMMA issue independent rankings	5	MMA?
6	to fighters?	6	A At the time, it was myself, my assistant, and
7	A I believe so.	7	then we would we would talk to Todd about it.
8	Q It didn't matter what promotion you were in	8	I apologize. I have to use the bathroom.
9	to be ranked?	9	MR. MAYSEY: Sure. Let's take a break.
10	A I believe that was the I believe that was	10	THE VIDEOGRAPHER: The time is 10:16 a.m.,
11	the whole idea of WAMMA.	11	and we're off the record.
12	Q What does "co-promote" mean to you?	12	(Recess.)
13	A Work with another organization.	13	THE VIDEOGRAPHER: This marks the beginning
14	Q Do you remember why Affliction MMA partnered	14	of media No. 2 in the deposition of Tom Atencio.
15	with WAMMA or associated with WAMMA?	15	The time is 10:23 a.m., and we're on the record.
16	A I believe it was to I I don't know why.	16	BY MR. MAYSEY:
17	But in my opinion, I believe it was just to look	17	Q So let's backtrack a little a little bit,
18	look good. Take a negative and make it a positive	18	Mr. Atencio.
19	and whatever.	19	Did you communicate by e-mail while you were
20	Q Was Affliction band Affliction MMA's first	20	with Affliction MMA?
21	promotion?	21	A Yes.
22	A Yes.	22	Q And do you remember what your e-mail address
23	Q Did that card have a lot of highly prominent	23	was?
24 25	fighters? A Yeah. That was the whole again, it was	24 25	A I think it was tom@afflictionclothing.com. Don't know. I don't remember.

21 (Pages 78 to 81)